

**County of Sullivan Industrial Development Agency
2011 Annual Budget - Expenses**

				2009 Actual	2010 Budget	Estimated 2010	Proposed 2011 Budget
PROFESSIONAL SERVICES							
	Accounting			6,500.00	7,000.00	7,000.00	7,000.00
	CEO Consulting			36,827.09	38,994.00	38,994.00	38,994.00
	General Consulting			400.00	10,000.00	10,000.00	10,000.00
	Legal			36,808.73	27,000.00	27,000.00	29,828.00
TOTAL				80,535.82	82,994.00	82,994.00	85,822.00
SALARY & BENEFITS							
	Executive Director (Salary)			60,961.82	59,000.00	61,000.00	61,000.00
	Executive Assistant (Salary)			38,413.00	40,334.00	40,334.00	42,350.00
	Payroll Expenses			17,278.39	24,000.00	18,000.00	19,000.00
TOTAL				116,653.21	123,334.00	119,334.00	122,350.00
DUES & SUBSCRIPTIONS							
	Credit Reports			0.00	50.00	50.00	50.00
	NY State IDA Tax			0.00	0.00	0.00	20,000.00
	Economic Dev. Council Dues			750.00	750.00	750.00	750.00
	Subscriptions			270.00	550.00	550.00	600.00
TOTAL				1,020.00	1,350.00	1,350.00	21,400.00
PROMOTION							
	Advertising			0.00	1,000.00	1,000.00	1,000.00
	Travel Expenses			1,931.63	2,000.00	2,000.00	2,000.00
	Partnership for Economic Dev.			100,000.00	75,000.00	75,000.00	75,000.00
	SC Chamber of Commerce			5,000.00	5,000.00	5,000.00	5,000.00
	Pattern for Progress			5,000.00	5,000.00	5,000.00	5,000.00
TOTAL				111,931.63	88,000.00	88,000.00	88,000.00
BUSINESS DEVELOPMENT							
	Local Small Business Initiative			0.00	60,000.00	0.00	0.00
	Southern Catskill Processing Facility (soft costs, initial infrastructure thru Build Now NY)			17,404.50	28,000.00	27,595.50	0.00
TOTAL				17,404.50	88,000.00	27,595.50	0.00
OTHER EXPENSES							
	Rent			14,903.64	15,000.00	15,000.00	15,128.00
	Telephone/Fax/Computer			2,453.66	2,000.00	2,000.00	2,000.00
	Office Supplies			2,204.00	2,000.00	2,000.00	2,000.00
	Insurance (IDA)			2,782.87	10,000.00	7,500.00	10,000.00
	Health Insurance			14,636.03	15,000.00	14,000.00	15,000.00
	Postage			2,023.90	2,500.00	2,500.00	2,500.00
	Repairs & Maintenance			600.84	300.00	0.00	300.00
	Equipment Purchase			3,370.94	500.00	1,095.00	500.00
	Conferences, Seminars, Workshops			362.00	500.00	467.00	500.00
	Storage			1,788.00	2,000.00	2,000.00	2,000.00
	Office/Website/Misc. Expense			1,985.15	1,522.00	3,438.00	5,000.00
	Expense Reserve				3,000.00	0.00	3,000.00
TOTAL				47,111.03	54,322.00	50,000.00	57,928.00
TOTAL EXPENSES				\$374,656.19	\$438,000.00	\$369,273.50	\$375,500.00
A portion of Professional Service expenses for consulting is also included in the Business Development costs.							